

FOR IMMEDIATE RELEASE**Thomson Medical Group Posts 6.6% Gain in FY2023 Revenue to
S\$355.8 Million**

- *Reports EBITDA of S\$103.3 million*
- *Malaysia records strong EBITDA performance amidst opening of new beds*

Singapore, 28 August 2023 – SGX Mainboard-listed Thomson Medical Group Limited (“TMG” or “the Group”) reported revenue of S\$355.8 million for its financial year ended 30 June 2023 (“FY2023”), up 6.6% from the previous year, buoyed by a rising influx of patient cases and higher healthcare spending.

The Group recorded EBITDA of S\$103.3 million in FY2023, compared to S\$109.7 million in the financial year ended 30 June 2022 (“FY2022”), mainly due to lower income from project-related services and a reduced government grant received during the period. Net profit after tax was S\$41.1 million in FY2023, compared to S\$58.6 million in FY2022.

Revenue from Hospital Services Continues to Grow

For FY2023, revenue from its Hospital Services segment grew 14.6%. In Singapore, this was mainly driven by higher average bill sizes. In Malaysia, revenue continues to grow by 20.5% due to increased patient loads driven by opening of new beds at Thomson Hospital Kota Damansara (“THKD”) and higher case intensity handled.

Malaysia Sees Sustained Growth

For FY2023, EBITDA from the Group’s Malaysian operations rose 43.7% to S\$21.7 million. In Malaysian Ringgit terms, the EBITDA amounted to RM71.7 million, representing a growth of 52.4%. One of the key contributors to Malaysia’s strong growth is due to increased patient

loads driven by the 145 new beds at the expansion wing at THKD and higher case intensity handled. The balance of 185 beds is expected to be commissioned in the next two years.

Growth Plans and Continued Investment Across Key SEA Markets

In addition to strengthening the Group's Singapore and Malaysia operations, Group remains committed to expanding its footprint in the region. In July, TMG announced that it has agreed to acquire Vietnam's FV Hospital for an enterprise value ("EV") of US\$328.5 million (or approximately S\$445.3 million). Based on the FY2022 EBITDA of US\$19.5 million, this translates into an EV/EBITDA of 16.8x. The deal highlights the increasing importance of Vietnam's thriving healthcare market, and paves the way for the Group to realise its Southeast Asian expansion strategy.

Mr Kiat Lim, TMG's Executive Vice-Chairman, said: *"The Group is poised to evolve into a healthcare leader in the region, offering end-to-end, holistic and quality healthcare services, driven by organic and inorganic expansion. Our strategic acquisition in Vietnam enlarges our footprint in the Southeast Asian healthcare market, which offers many more opportunities for the Group to increase its reach and scale. We remain committed to continuously explore potential opportunities that resonate with our vision."*

Other operating expenses increased to S\$80.7 million during FY2023, from S\$70.5 million in FY2022, driven by higher professional fees incurred for potential acquisitions and higher operating costs from the new expansion wing at THKD. Staff costs during FY2023 also rose 9.3% from the previous year following additional headcount in Malaysia after the opening of THKD's new expansion wing, as well as stiffer competition for talent in the healthcare sector.

Net finance costs rose 18.0% year-on-year to S\$26.6 million, due to the recognition of interest on bank loan relating to THKD's new expansion wing, and higher interest rates during the financial year compared to the same period last year.

Dr Melvin Heng, TMG's Executive Director and Group Chief Executive Officer, said: *"With COVID-19 transitioning to an endemic phase, we continue to see increased patient loads in*

both our Singapore and Malaysian operations, particularly in fertility services and paediatric medicine. We remain focused on our plans to expand and enhance our medical centres and clinics in Singapore, including a multi-year asset enhancement initiative of our flagship hospital in Singapore. The expanded operating capacity at Malaysia's Thomson Hospital Kota Damansara has already started contributing to our revenue."

TMG's Board of Directors has proposed a dividend of 0.040 Singapore cent per ordinary share for FY2023.

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About Thomson Medical Group Limited

Listed on the Mainboard of the Singapore Exchange, Thomson Medical Group Limited (SGX: A50) is one of the leading listed healthcare players in the South-East Asian region with operations in Singapore and Malaysia.

Established in 1979, the Group's Thomson Medical Pte Ltd is one of the largest private provider of healthcare services for women and children in Singapore. It owns and operates the iconic Thomson Medical Centre and a network of specialist medical clinics and facilities providing outpatient women and children healthcare services and service offerings in diagnostic imaging, health screening, gynaecological oncology, dentistry, specialist dermatology, traditional Chinese medicine, musculoskeletal and sports medicine, and medical aesthetics.

The Group's operations in Malaysia under TMC Life Sciences Berhad is a multi-disciplinary healthcare company listed on Bursa Malaysia. It operates Thomson Hospital Kota Damansara, a tertiary hospital located in Kota Damansara, and the award-winning TMC Fertility Centre which is the industry leader in assisted reproduction in Malaysia. It also owns the proposed Thomson Iskandar Medical Hub, in Johor Bahru, Malaysia.

The Group also owns a prime 9.23 ha freehold waterfront land, strategically located in Johor Bahru's City Centre, with a proposed long-term plan to build an integrated healthcare city to meet the growing healthcare needs of the people in the region.

For more information, please visit: www.thomsonmedical.com

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